



INTRODUCTION

- 🕒 Be ever vigilant of the hidden confusion that language can create.
- 🕒 The word “System” does not mean IT System, everything is a System.
- 🕒 The Word Enterprise does not mean “large” or “large IT” or “senior”. It is a general noun.
- 🕒 Concentrate on the 20% that causes 80% of the effects.
- 🕒 Just doing the right things is no longer enough. You also need to do them in the right way.
- 🕒 Spend more time on Important Non-Urgent work.
- 🕒 Spend more time on fundamentals.
- 🕒 Spend more time thinking. Without thinking, there can be no innovation.
- 🕒 Do everything in a sustainable way.
- 🕒 Management must empower people, not just constrain them.
- 🕒 Think about structuring your Enterprise in terms of Direction, Operation, Transformation and Support (DOTS).
- 🕒 Think about Structural information in terms of Methods, Artefacts, Culture and Environment (MACE).
- 🕒 Think about Transformational information in terms of Motivation, Actions, Guidance, Measures and Assessment (MAGMA).
- 🕒 Think about using Frameworks in terms of Evaluate, Analyse and Modify supported by a Maturity model (EMMA).
- 🕒 A Framework is an expression of Best Practice comprising guidance in at least one area (Methods, Artefacts Culture, Environment) and optionally information regarding its Context and Adoption.
- 🕒 Pragmatic frameworks are Pragmatic, Well-defined, Complete, Interlocking, Inheritable and Extensible.
- 🕒 Tailor Pragmatic frameworks to your Enterprise.
- 🕒 Use Pragmatic Frameworks (for free) to improve your Enterprise.
- 🕒 Don't dismiss theory as not important.
- 🕒 To understand the whole, you first must understand the whole.

ONTOLOGIES & FRAMEWORKS

- 🕒 Use POED as an Operating Model for the Direction part of your Enterprise.
- 🕒 Use POEO as an Operating Model for the Operation part of your Enterprise.
- 🕒 Use POET as an Operating Model for the Transformation part of your Enterprise.
- 🕒 There is no hidden connotation to Pragmatic's use of the word “Transformation”.
- 🕒 Use POET as the Context for PEAf.
- 🕒 Pragmatic frameworks were mostly influenced by the thinking of Deming and Zachman.
- 🕒 POET grew out of things originally in PEAf, that applied to all of the Transformation space, not just the EA part.
- 🕒 Use POES as an Operating Model for the Support part of your Enterprise.
- 🕒 When adopting a Framework, accept that the Chasm of Procrastination™ exists, and bridge it.

ADOPTION

- 🕒 Adopt Frameworks by iteration, not in one go.
- 🕒 Think of maturity not only in terms of competence but also in terms of consciousness.
- 🕒 Consider maturity not only in terms of Methods (Process), but also in terms of Artefacts, Culture and Environment.
- 🕒 The first 3 levels of maturity are the most useful for the majority of Enterprises.
- 🕒 Make time to understand how you can use POET and PEAf to improve how you do Transformation.
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- 🕒 Use POET and PEAf to make sure you don't make the same mistakes that cause 90% of all EA initiatives to fail.